

TABLE 1. Basic cost information for San Juan County, 2003.

Item			
Labor Wage Rate:			
Equipment operators	\$/hour		\$6.75
General & Irrigators	\$/hour		\$6.45
Purchased Inputs:			
Fertilizer:			
Nitrogen (N)	\$/pound		\$0.36
Phosphate (P205)	\$/pound		\$0.33
Anhydrous Ammonia (NH3)	\$/ton		\$310.00
Seed:			
Alfalfa	\$/pound		\$3.00
Oats	\$/pound		\$0.40
Pasture	\$/pound		\$2.50
Corn	\$/bag		\$89.75
Wire	\$/pound		\$0.39
Canal Water	\$/acre foot		\$10.75
Energy:			
Diesel fuel	\$/gallon		\$1.30
Gasoline	\$/gallon		\$1.35
Natural Gas	\$/MCF		\$3.28
LP Gas	\$/gallon		\$1.21
Electricity	cents/KwHr		8.87
Employee Liability Insurance	\$/ \$1,000 wages		\$20.00
Employee Benefits	percent/w ages		18.00%
Labor Downtime	percent		25.00%
Financial Rates:			
Operating Capital Interest Rate	percent		8.00%
Land Interest Rate	percent		7.00%
Equipment Interest Rate	percent		8.00%
Real Interest Rate	percent		4.00%
Land Taxes	\$253.00 /acre (full value)		\$2.07
Personal Property Tax Rate - NR	\$/ \$1,000 (Assessed Value)		\$24.60
- R			\$20.83
Supervision Factors			
Field Crop-Irrigation	\$/labor hour		\$1.00
Field Crop-Equipment & General	\$/labor hour		\$0.50
Management Rate	percent		7.00%

SAN JUAN COUNTY, 2003.
 FARM SIZE 80 ACRES
 IRRIGATION TYPE..... FLOOD
 NUMBER OF CROPS... 3

ACREAGE SUMMARY:	LAND USE (ACRES)	WATER USE	
		AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	6	48	288
ALFALFA	34	60	2,040
PASTURE ESTABLISHMENT	1 *	21	21
PASTURE	20	62	1,240
CORN SILAGE	20	48	960
TOTAL	80		4,549
ACRE FEET PER ACRE OF WATER RIGHTS			4.74

* DOUBLE-CROPPED

TABLE 1a. Overhead cost information for San Juan County, 2003.

ITEM			
Electricity (Domestic & Shop)		\$120.00 per month	\$1,440
Telephone		\$75.00 per month	\$900
Accounting & Legal			\$490
Misc. Supplies & Hand Tools			\$825
Pickup and Auto			
miles	10,300 @	\$0.365 per mile	\$3,760
Insurance			
- general liability (non-employee)			\$1,020
- fire/theft			\$610
Property Taxes			
- non-planted land			\$0
- other than land & machinery			\$320
Building repairs and maintenance			\$510
Dues, fees, publications			\$245
Farmstead Equipment			\$165
		Total	\$10,284
		Total per planted acre	\$138.97

TABLE 2. Equipment summary for an 80 acre flood-irrigated farm, San Juan County, 2003.

EQUIPMENT		VARIABLE COSTS							FIXED COSTS		
ITEM & SIZE	ANNUAL HOURS OF USE	NUMBER	TOTAL VALUE	FUEL AND LUBRICANT	REPAIR	FUEL,LUBE PER HR	REPAIR PER HR	DEPRECIATION	TAXES	TOTAL PER HOUR	
TRACTOR 40 HP	39	1	\$1,600	\$156	\$7	\$4.04	\$0.19	\$50	\$10	\$1.56	
TRACTOR 95 HP	102	1	\$19,240	\$975	\$196	\$9.59	\$1.93	\$1,430	\$176	\$15.81	
SWATHER 14 FT	17	1	\$4,300	\$87	\$15	\$5.05	\$0.87	\$1,450	\$119	\$90.79	
BALER, PTO 2-WIRE	23	1	\$1,500		\$10		\$0.46	\$385	\$32	\$18.37	
BALEWAGON, PTO	22	1	\$1,650		\$48		\$2.24	\$800	\$66	\$40.07	
DISC 12 FT	9	1	\$2,250		\$21		\$2.25	\$180	\$18	\$21.62	
PLOW 3-14 IN	18	1	\$3,350		\$47		\$2.61	\$268	\$27	\$16.33	
SILAGE CHOPPER, PTO	14	1	\$5,470		\$5		\$0.37	\$920	\$75	\$70.10	
UNLOADING WAGON	14	1	\$3,850		\$20		\$1.39	\$385	\$32	\$29.34	
DITCHER	6	1	\$1,250		\$0		\$0.05	\$100	\$10	\$18.07	
HARROW 12 FT	5	1	\$300		\$2		\$0.37	\$24	\$2	\$5.16	
DRILL 12 FT	1	1	\$2,200		\$2		\$1.06	\$220	\$18	\$161.93	
PLANTER 4 ROW	5	1	\$3,400		\$8		\$1.63	\$340	\$28	\$70.75	
CULTIVATOR 4 ROW	18	1	\$2,000		\$29		\$1.56	\$160	\$16	\$9.66	
FERT SPREADER DEALER FURNI:	4	1									
			\$52,360	\$1,218	\$411			\$6,712	\$630		

TABLE 3. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for an 80 acre farm, San Juan County, 2003.
 Planting dates: April 15 - June 1
 Harvest dates: June 1 - July 31

ITEM	PRICE	YIELD		TOTAL				
GROSS RETURNS								
OAT HAY	\$130.00	2.25	TONS (STACKED)	\$292.50				
GRAZING	\$10.00	1	AUM	\$10.00				
TOTAL				\$302.50				
PURCHASED INPUTS		PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL		
ALFALFA SEED	\$3.00	20	LBS	\$60.00		\$60.00		
OAT SEED	\$0.40	45	LBS	\$18.00		\$18.00		
PHOSPHATE (P2O5)	\$0.33	45	LBS	\$14.85		\$14.85		
WIRE	\$0.39	19	LBS	\$7.52		\$7.52		
CANAL WATER		48	AC. IN.		\$43.00	\$43.00		
CANAL WATER (MAINTENANCE)		1	ACRE		\$8.00	\$8.00		
SUBTOTAL				\$100.37	\$51.00	\$151.37		
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	96 HP	0.67 HR		\$4.52	\$6.43	\$3.04	\$21.54	\$35.53
DISC (2X)	96 HP	0.34 HR		\$2.30	\$3.26	\$1.42	\$12.73	\$19.70
HARROW	96 HP	0.19 HR		\$1.28	\$1.82	\$0.44	\$3.98	\$7.53
FERTILIZE	96 HP	0.05 HR		\$0.34	\$0.48	\$0.10	\$0.79	\$1.70
CORRUGATE	40 HP	0.21 HR		\$1.42	\$0.85	\$0.37	\$2.36	\$4.99
DRILL	96 HP	0.21 HR		\$1.42	\$2.01	\$0.63	\$37.33	\$41.39
DITCHER (2X)	40 HP	0.10 HR		\$0.68	\$0.40	\$0.02	\$1.96	\$3.07
IRRIGATE (6X)		3.00 HR		\$19.35				\$19.35
SUBTOTAL		4.77 HR		\$31.30	\$15.26	\$6.02	\$80.68	\$133.25
HARVEST OPERATIONS								
SWATHER	14 FT	0.16 HR		\$1.08	\$0.81	\$0.14	\$14.53	\$16.55
BALER	96 HP	0.21 HR		\$1.42	\$2.01	\$0.50	\$7.18	\$11.11
BALE WAGON	96 HP	0.20 HR		\$1.35	\$1.92	\$0.83	\$11.18	\$15.28
SUBTOTAL		0.57 HR		\$3.85	\$4.74	\$1.48	\$32.88	\$42.95
OVERHEAD EXPENSES								
DOWNTIME		2.16 HR		\$14.60				\$14.60
EMPLOYEE BENEFITS				\$6.33				\$6.33
INSURANCE				\$0.70				\$0.70
LAND TAXES							\$2.07	\$2.07
SUPERVISION AND MANAGEMENT				\$24.09				\$24.09
SUBTOTAL		2.16 HR		\$0.70	\$45.02		\$2.07	\$47.79
TOTAL OPERATING EXPENSES		7.50 HR		\$101.07	\$80.16	\$20.00	\$7.49	\$166.64
NET OPERATING PROFIT								(\$72.86)
INTEREST ON OPERATING CAPITAL	(	\$56.02	@	8.00%	)			\$4.48
INTEREST ON EQUIPMENT INVESTMENT								\$98.02
RETURN TO LAND AND RISK								(\$175.36)

TABLE 4. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for an 80 acre farm, San Juan County, 2003.
Harvesting dates: June 1 - October 15

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
ALFALFA HAY	\$140.00	5.00 TONS (STACKED)						\$700.00	
GRAZING	\$10.00	2.00 AUM						\$20.00	
TOTAL								\$720.00	
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL
PHOSPHATE (P2O5)	\$0.33	45 LBS	\$14.85						\$14.85
INSECTICIDE (AERIAL)	\$17.25	1 ACRE	\$17.25						\$17.25
WIRE	\$0.39	43 LBS	\$16.71						\$16.71
ESTABLISHMENT: Principal		6 YEARS					\$29.23	\$29.23	
: Interest							\$16.98	\$16.98	
LIVESTOCK FAC & EQUIP							\$5.00	\$5.00	
CANAL WATER		60 AC. IN.					\$53.75	\$53.75	
CANAL WATER (MAINTENANCE)		1 ACRE					\$8.00	\$8.00	
SUBTOTAL			\$48.82				\$112.96	\$161.77	
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
FERTILIZE	96 HP	0.05 HR		\$0.34	\$0.48	\$0.10	\$0.79	\$1.70	
DITCHER (2X)	40 HP	0.10 HR		\$0.68	\$0.40	\$0.02	\$1.96	\$3.07	
IRRIGATE (10X)		5.00 HR		\$32.25				\$32.25	
SUBTOTAL		5.15 HR		\$33.26	\$0.88	\$0.12	\$2.75	\$37.02	
HARVEST OPERATIONS									
SWATHER (3X)	14 FT	0.48 HR		\$3.24	\$2.43	\$0.42	\$43.58	\$49.66	
BALER (3X)	96 HP	0.63 HR		\$4.25	\$6.04	\$1.51	\$21.53	\$33.34	
BALE WAGON (3X)	96 HP	0.60 HR		\$4.05	\$5.76	\$2.50	\$33.53	\$45.84	
SUBTOTAL		1.71 HR		\$11.54	\$14.23	\$4.43	\$98.64	\$128.84	
OVERHEAD EXPENSES									
DOWNTIME		0.44 HR		\$2.97				\$2.97	
EMPLOYEE BENEFITS				\$8.06				\$8.06	
INSURANCE			\$0.90				\$0.90		
LAND TAXES						\$2.07	\$2.07		
SUPERVISION AND MANAGEMENT				\$56.28				\$56.28	
OTHER EXPENSES			\$138.97				\$138.97		
SUBTOTAL		0.44 HR	\$139.87	\$67.31				\$209.26	
TOTAL OPERATING EXPENSES		7.30 HR	\$188.68	\$112.12	\$15.11	\$4.55	\$216.43	\$536.89	
NET OPERATING PROFIT								\$183.11	
INTEREST ON OPERATING CAPITAL	(	\$26.21	@	8.00%				\$2.10
INTEREST ON EQUIPMENT INVESTMENT								\$82.08	
RETURN TO LAND AND RISK								\$98.94	
BUDGET SUMMARY									
GROSS RETURN		\$720.00							
VARIABLE OPERATING EXPENSES	\$208.34								
RETURN OVER VARIABLE EXPENSES	\$511.66	(GROSS MARGIN)							
FIXED EXPENSES	\$216.43								
NET FARM INCOME	\$295.23	(RETURN TO CAPITAL, LABOR, LAND & RISK)							
LABOR AND MANAGEMENT COST	\$112.12								
NET OPERATING PROFIT	\$183.11	(RETURN TO CAPITAL, LAND & RISK)							
CAPITAL COSTS	\$84.18								
RETURN TO LAND AND RISK	\$98.94								

TABLE 5. Permanent pasture establishment, flood-irrigated, budgeted per acre costs and returns for an 80 acre farm, San Juan County, 2003.
Planting dates: August 15 - September 15

ITEM	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
PURCHASED INPUTS							FIXED COST	
SEED	\$2.50	14 LBS		\$35.00				\$35.00
NITROGEN (N)	\$0.36	20 LBS		\$7.20				\$7.20
PHOSPHATE (P205)	\$0.33	50 LBS		\$16.50				\$16.50
CANAL WATER		21 AC. IN.				\$18.81		\$18.81
CANAL WATER (MAINTENANCE)						\$8.00		\$8.00
SUBTOTAL				\$58.70		\$18.81		\$77.51
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	96 HP	0.67 HR		\$4.52	\$6.43	\$3.04	\$21.54	\$35.53
DISC (2X)	96 HP	0.34 HR		\$2.30	\$3.26	\$1.42	\$12.73	\$19.70
HARROW	96 HP	0.19 HR		\$1.28	\$1.82	\$0.44	\$3.98	\$7.53
FERTILIZE	96 HP	0.05 HR		\$0.34	\$0.48	\$0.10	\$0.79	\$1.70
CORRUGATE	40 HP	0.21 HR		\$1.42	\$0.85	\$0.37	\$2.36	\$4.99
DRILL	96 HP	0.21 HR		\$1.42	\$2.01	\$0.63	\$37.33	\$41.39
DITCHER (2X)	40 HP	0.10 HR		\$0.68	\$0.40	\$0.02	\$1.96	\$3.07
IRRIGATE (3X)		1.50 HR		\$9.68				\$9.68
SUBTOTAL		3.27 HR		\$21.62	\$15.26	\$6.02	\$80.68	\$123.58
OVERHEAD EXPENSES								
DOWNTIME		0.44 HR		\$2.99				\$2.99
EMPLOYEE BENEFITS				\$3.89				\$3.89
INSURANCE			\$0.43					\$0.43
SUPERVISION AND MANAGEMENT				\$16.46				\$16.46
SUBTOTAL		0.44 HR	\$0.43	\$23.34				\$23.77
TOTAL OPERATING EXPENSES		3.71 HR	\$59.13	\$44.96	\$15.26	\$6.02	\$99.49	\$224.86

TABLE 6. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for an 80 acre farm, San Juan County, 2003.
Harvesting dates: Year Round

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
PASTURE	\$12.00	12.00 AUMS						\$144.00
TOTAL								\$144.00
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
NITROGEN (N)	\$0.36	100 LBS	\$36.00					\$36.00
LIVESTOCK FAC & EQUIP ESTABLISHMENT: Principal		15 YEARS					\$5.00	\$5.00
: Interest							\$14.99	\$14.99
CANAL WATER		62 AC. IN.					\$6.29	\$6.29
CANAL WATER (MAINTENANCE)		1 ACRE					\$55.54	\$55.54
							\$8.00	\$8.00
SUBTOTAL			\$36.00				\$89.82	\$125.82
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERTILIZE	96 HP	0.05 HR		\$0.34	\$0.48	\$0.10	\$0.79	\$1.70
CORRUGATE	40 HP	0.21 HR		\$1.42	\$0.85	\$0.37	\$2.36	\$4.99
DITCHER (2X)	40 HP	0.10 HR		\$0.68	\$0.40	\$0.02	\$1.96	\$3.07
IRRIGATE (11X)		5.50 HR		\$35.48				\$35.48
SUBTOTAL		5.86 HR		\$37.91	\$1.73	\$0.49	\$5.11	\$45.23
OVERHEAD EXPENSES								
DOWNTIME		0.09 HR		\$0.61				\$0.61
EMPLOYEE BENEFITS				\$6.82				\$6.82
INSURANCE			\$0.76					\$0.76
LAND TAXES							\$2.07	\$2.07
SUPERVISION AND MANAGEMENT				\$15.76				\$15.76
OTHER EXPENSES			\$138.97					\$138.97
SUBTOTAL		0.09 HR	\$139.73	\$23.19			\$2.07	\$164.99
TOTAL OPERATING EXPENSES		5.95 HR	\$175.73	\$61.10	\$1.73	\$0.49	\$97.01	\$336.05
NET OPERATING PROFIT								(\$192.05)
INTEREST ON OPERATING CAPITAL	(	\$18.55	@	8.00%	)			\$1.48
INTEREST ON EQUIPMENT INVESTMENT								\$5.13
RETURN TO LAND AND RISK								(\$198.66)

BUDGET SUMMARY

GROSS RETURN	\$144.00	
VARIABLE OPERATING EXPENSES	\$177.95	
RETURN OVER VARIABLE EXPENSES	(\$33.95)	(GROSS MARGIN)
FIXED EXPENSES	\$97.01	
NET FARM INCOME	(\$130.95)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$61.10	
NET OPERATING PROFIT	(\$192.05)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$6.61	
RETURN TO LAND AND RISK	(\$198.66)	

TABLE 7. Corn for silage, flood-irrigated, budgeted per acre costs and returns for an 80 acre farm, San Juan County, 2003.

Planting dates: May 1 - May 20

Harvesting dates: September 1 - September 30

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
CORN SILAGE	\$31.00	21.00	TONS (HAULED)					\$651.00	
TOTAL								\$651.00	
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$1.12	30	000	\$33.66					\$33.66
ANHYDROUS AMMONIA (NH3)	\$0.1550	225	LBS	\$34.88					\$34.88
HERBICIDE	\$16.00	1	ACRE	\$16.00					\$16.00
CANAL WATER		48	AC. IN.				\$43.00	\$43.00	
CANAL WATER (MAINTENANCE)		1	ACRE				\$8.00	\$8.00	
SUBTOTAL				\$84.53				\$51.00	\$135.53
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	96 HP	0.67	HR		\$4.52	\$6.43	\$3.04	\$21.54	\$35.53
DISC (2X)	96 HP	0.34	HR		\$2.30	\$3.26	\$1.42	\$12.73	\$19.70
HARROW	96 HP	0.19	HR		\$1.28	\$1.82	\$0.44	\$3.98	\$7.53
FERTILIZE	96 HP	0.05	HR		\$0.34	\$0.48	\$0.10	\$0.79	\$1.70
CORRUGATE	40 HP	0.21	HR		\$1.42	\$0.85	\$0.37	\$2.36	\$4.99
PRE-IRRIGATE		0.75	HR		\$4.84				\$4.84
PLANTER	96 HP	0.26	HR		\$1.76	\$2.49	\$0.93	\$22.50	\$27.68
CULTIVATOR (2X)	40 HP	0.42	HR		\$2.84	\$1.70	\$0.73	\$4.71	\$9.98
IRRIGATE (9X)		4.50	HR		\$29.03				\$29.03
SUBTOTAL		7.39	HR		\$48.31	\$17.03	\$7.03	\$68.61	\$140.97
HARVEST OPERATIONS									
SILAGE CHOPPER, PTO	96 HP	0.71	HR		\$4.79	\$6.81	\$1.63	\$61.00	\$74.23
LOAD & HAUL	40 HP	0.71	HR		\$4.79	\$2.87	\$1.12	\$21.94	\$30.72
SUBTOTAL		1.42	HR		\$9.59	\$9.68	\$2.75	\$82.93	\$104.95
OVERHEAD EXPENSES									
DOWNTIME		0.89	HR		\$6.01				\$6.01
EMPLOYEE BENEFITS					\$10.42				\$10.42
INSURANCE				\$1.16					\$1.16
LAND TAXES							\$2.07		\$2.07
SUPERVISION AND MANAGEMENT					\$51.85				\$51.85
OTHER EXPENSES				\$138.97					\$138.97
SUBTOTAL		0.89	HR		\$140.13	\$68.28		\$2.07	\$210.48
TOTAL OPERATING EXPENSES		9.70	HR		\$224.66	\$126.17	\$26.71	\$9.78	\$204.62
NET OPERATING PROFIT								\$59.07	
INTEREST ON OPERATING CAPITAL	(	\$49.32	@	8.00%	)				\$3.95
INTEREST ON EQUIPMENT INVESTMENT									\$129.78
RETURN TO LAND AND RISK								(\$74.65)	
BUDGET SUMMARY									
GROSS RETURN		\$651.00							
VARIABLE OPERATING EXPENSES	\$261.15								
RETURN OVER VARIABLE EXPENSES		\$389.85	(GROSS MARGIN)						
FIXED EXPENSES	\$204.62								
NET FARM INCOME		\$185.24	(RETURN TO CAPITAL, LABOR, LAND & RISK)						
LABOR AND MANAGEMENT COST	\$126.17								
NET OPERATING PROFIT		\$59.07	(RETURN TO CAPITAL, LAND & RISK)						
CAPITAL COSTS	\$133.72								
RETURN TO LAND AND RISK		(\$74.65)							

TABLE 8. Summary of per acre costs and returns for an 80 acre farm, San Juan County, 2003.

	ALFALFA ESTABLISHMENT	ALFALFA HAY	ANNUAL PASTURE EST. -----FLOOD-----	ANNUAL PASTURE	CORN FOR SILAGE
	TONS	TONS		AUMS	TONS
PRIMARY YIELD	2.25	5.00		12.00	21.00
PRIMARY PRICE	130.00	140.00		12.00	31.00
GOVERNMENT PAYMENTS	0.00	0.00		0.00	0.00
SECOND INCOME	10.00	20.00		0.00	0.00
GROSS RETURN	\$302.50	\$720.00		\$144.00	\$651.00
CASH OPERATING EXPENSES					
SEED	\$78.00		\$35.00		\$33.66
FERTILIZER	\$14.85	\$14.85	\$23.70	\$36.00	\$34.88
CHEMICALS		\$17.25			\$16.00
CROP INSURANCE					
OTHER PURCHASED INPUTS	\$7.52	\$16.71	\$0.00	\$0.00	\$0.00
CANAL WATER					
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$20.00	\$15.11	\$15.26	\$1.73	\$26.71
FUEL-IRRIGATION					
REPAIRS	\$7.49	\$4.55	\$6.02	\$0.49	\$9.78
CUSTOM CHARGES					
LAND TAXES	\$2.07	\$2.07		\$2.07	\$2.07
OTHER EXPENSES	\$0.70	\$139.87	\$0.43	\$139.73	\$140.13
TOTAL CASH EXPENSES	\$130.64	\$210.41	\$80.41	\$180.02	\$263.22
RETURN OVER CASH EXPENSES	\$171.86	\$509.59	(\$80.41)	(\$36.02)	\$387.78
FIXED EXPENSES	\$164.56	\$214.35	\$99.49	\$94.93	\$202.54
TOTAL EXPENSES	\$295.20	\$424.77	\$179.90	\$274.95	\$465.76
NET FARM INCOME	\$7.30	\$295.23	(\$179.90)	(\$130.95)	\$185.24
LABOR AND MANAGEMENT COSTS	\$80.16	\$112.12	\$44.96	\$61.10	\$126.17
NET OPERATING PROFIT	(\$72.86)	\$183.11	(\$224.86)	(\$192.05)	\$59.07
CAPITAL COSTS					
INTEREST ON OPERATING CAPITAL	\$4.48	\$2.10		\$1.48	\$3.95
INTEREST ON EQUIPMENT INVESTMENT	\$98.02	\$82.08		\$5.13	\$129.78
TOTAL CAPITAL COSTS	\$102.50	\$84.18	\$0.00	\$6.61	\$133.72
RETURN TO LAND AND RISK	(\$175.36)	\$98.94	(\$224.86)	(\$198.66)	(\$74.65)

TABLE 9. Whole farm summary, San Juan County, 2003.

GROSS RETURNS		
OAT HAY	6 ACRES	
CROP		\$1,755
GRAZING		\$60
ALFALFA HAY	34 ACRES	
CROP		\$23,800
GRAZING		\$680
PASTURE	20 ACRES	
GRAZING		\$2,880
CORN FOR SILAGE	20 ACRES	
CROP		\$13,020
GROSS RETURN		\$42,195
CASH OPERATING EXPENSES		
SEED		\$1,176
FERTILIZER		\$2,035
CHEMICALS		\$907
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$613
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$1,218
FUEL-IRRIGATION		\$0
REPAIRS		\$411
CUSTOM CHARGES		\$0
LAND TAXES		\$166
OTHER EXPENSES		\$10,357
TOTAL CASH EXPENSES		\$16,883
RETURN OVER CASH EXPENSES		\$25,312
FIXED EXPENSES		\$13,031
TOTAL EXPENSES		\$29,914
NET FARM INCOME		\$12,281
LABOR AND MANAGEMENT COSTS		\$8,083
NET OPERATING PROFIT		\$4,198
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$207
INTEREST ON EQUIPMENT INVESTMENT		\$6,077
TOTAL CAPITAL COSTS		\$6,284
RETURN TO LAND AND RISK		(\$2,086)

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	(\$5,286)	3.17%
\$2,500 /ACRE	(\$10,086)	1.66%
\$4,000 /ACRE	(\$14,886)	1.13%
\$5,500 /ACRE	(\$19,686)	0.85%
\$7,000 /ACRE	(\$24,486)	0.69%
\$8,500 /ACRE	(\$29,286)	0.57%

* RETURN TO LAND AND RISK MINUS (INTEREST RATE TIMES LAND VALUE TIMES ACREA

** NET OPERATING PROFIT DIVIDED BY (MACHINERY AND EQUIPMENT VALUE PLUS LAN